FSS 201 – TRAINING

Successfully Administering Your FSS Contract for Maximum Results





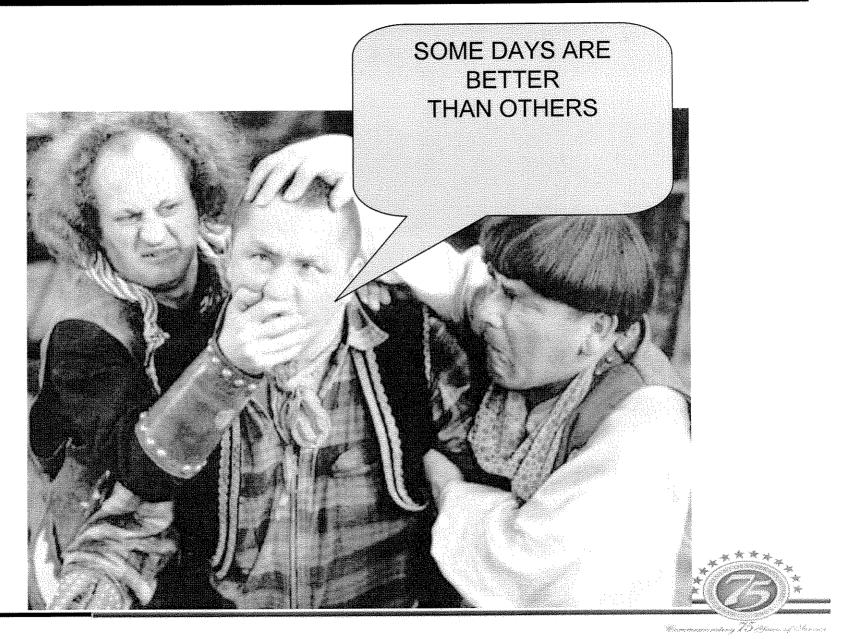


Finding
Solutions to
Contract
Administration
issues can be
frustrating and
time consuming.

Directions are not always clear



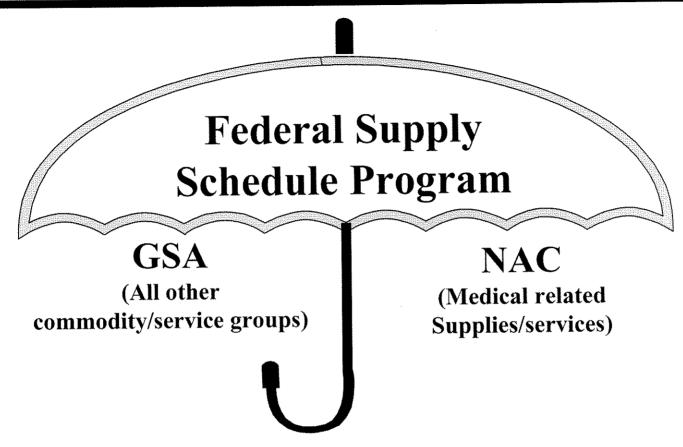




WOO-HOOO!!

"I Got My Number"
"I Got My Number"





Authority – GSA delegated to Veterans Affairs National Acquisition Center the responsibility for the Federal Supply Schedule program for medical care related supplies, equipment, pharmaceuticals and services



Federal Supply Schedules

- 65 I B Drugs, Pharmaceuticals & Hematology Related Products
- 65 II A Medical Equipment and Supplies
- 65 II C Dental Equipment and Supplies
- 65 II F Patient Mobility Devices
- 65 VA X-Ray Film, Equipment and Supplies
- 65 VII Diagnostics, Reagents, Test Kits and Sets
- 66 III Cost-Per-Test for Clinical Laboratory Analyzers
- 621 I Professional and Allied Healthcare Staffing
- 621 II Medical Laboratory Testing and Analysis Services



■ Contract Type:

- ♦ Indefinite delivery, indefinite quantity, fixed-price with Economic Price Adjustment.
- Multi-year (minimum of 5 years) and multiple award contracts, which means multiple companies supplying comparable products and services, at varying prices.
- Provides ordering activities with the variety and flexibility to select the best value item that meets their needs at the lowest overall price.

- FOB Destination Pricing Minimum 48 Contiguous States and D.C. Also includes Worldwide (Domestic and Overseas deliveries) coverage.
- Government Purchase Card Utilized for all micro purchases (under \$2,500). However, it is encouraged for all orders.
- Economic Price Adjustments (EPA) Allows price increases as required/allowed. At least a 30 day lapse and no increase within 60 days of contract expiration.

- Post Award Audit Provision:
 - ♦ Authority AS13 Examination of Records Clause
 - ◆ Can be requested at anytime after contract award, if deemed necessary
 - ♦ Review reported sales and contract for contractor compliance with Price Reduction Clause
 - ♦ Government can initiate 2 years after contract award or modification



■ Trade Agreements Act – 52.225-5

- ♦ Eligible Countries: End-product from United States, Caribbean Basin Countries, Free Trade Agreement Countries, World Trade Organization Government Procurement Agreement Countries, Least Developed Countries (SEE HANDOUT)
- ♦ Products must be substantially transformed in an eligible country
- ♦ If it is not expressly eligible, it is **INELIGIBLE**.

Trade Agreements Act - 52.225-5

- All schedule products and services must comply with the (TAA)
- Significant penalties for noncompliance
 - ♦ Suspension/debarment
 - ♦ Civil and Criminal Penalties
 - ♦ Cancellation/Termination



■Trade Agreements Act – 52.225-5

- http://www.customs.ustreas.gov/xp/cgov/toolbox/legal/
 U.S. Customs On-line country of origin assistance
- ♦ Request for Country of Origin Determinations:
 - ► Ms. Monika Brenner, Chief Classification and Marking Branch

Mint Annex

Bureau of Customs and Border Protection

1300 Pennsylvania Ave., N.W.

Washington, D.C. 20229

Phone - 202-572-8700



Termination/Cancellation

■ Contract Termination –

- ♦ <u>Convenience</u> Ordering activities reserve the right to cancel purchase/delivery orders placed against an FSS contract in whole or in part for their sole convenience.
- ♦ <u>Cause</u> Ordering activities may terminate purchase/delivery orders placed against an FSS contract in whole or in part for cause in the event of any default by the contractor.

■ Cancellation –

♦ Either party (National Acquisition Center or Contractor) may cancel the FSS contract in whole or in part by providing a written notice. The cancellation will take effect 30 calendar days after receipt of notification.



AWARD NOTIFICATION

- Request for Modification Form
- Contractor Report of Sales
- **■** Prosthetic Clinic Addresses
- **■ GSA Advantage**
- Medical/Surgical Prime Vendor (PV) Program
- State Veteran Homes and Sharing Agreements
- **■** Equal Employment Opportunity Poster



AWARD NOTIFICATION

- **■** Federal Minimum Wage Poster
- Eligibility Listing
- Questions about the FSS program
- **■** Clinical Logistical Officers (CLO)
- **■** How to Market to Federal Government Customers
- **FSS Pricelist Sample**



Contract Modification

- Clause 552.243-72, Modifications (Multiple Award Schedule)
 - ♦ Contractor may request a contract modification by submitting a request along with the required Request for Modification Form to the Contracting Officer for approval.
 - ♦ At a minimum, every request shall describe the proposed change(s) and provide the rationale for the requested change(s).



Processing of Modification Actions

- Effective submission and timely processing take into account:
 - ♦ The number of modification requests submitted
 - ♦ The length of time between submission
 - ♦ The inclusion of the modification request form
 - ♦ The inclusion of supporting documentation with the modification requests



Common Types of Modification Actions

- **■** General administrative changes
- **■** Product deletions
- Product additions (CSP)
- **■** Price reductions and Price increases



General Administrative Changes

- **■** Address changes
- **■** Contract Administrator changes
- **■** Payment address changes
- **■** Item number changes
- **■** Clause updates initiated by NAC



Product Deletions

- Contractors must provide an explanation for the deletion.
- Government reserves right to reject any subsequent offer of the same item or a substantially equal item at a higher price during the same contract period, if it is determined the higher price is unreasonable in comparison.



Product Additions

■ SAME AS NEGOTIATING A NEW OFFER

- ♦ Commercial Pricelist
- ♦ Letter of Commitment from manufacturer(s), (if a distributor)

■ REQUEST FOR MODIFICATION FORM

- ♦ Delivery time(s) (clause 552.211-78)
- ♦ Production point(s) (clause 52.215-6)
- ♦ Hazardous Material information (clause 52.223-3)
- ♦ Trade Agreement compliance (clause 52.212-3(f))

PAGE I

REQUEST FOR MODIFICATION FORM

09/2803

Contractor Name	Ochesphoritzul in VASTAC
Commun Sec <u>V7975-</u>	
PSIs Schedule: Please cheak the correct schedule	 1 is Pan 4. Séction B - Phormaconticuls 3 is Pan VII, In Vitro Disglostics/Researcts
PRODUCE ADDITIONS: Special from Sund (42-1, 42-2A, 42-2B, 42-3, 42-4, 42-5, 554-1 555-3, 555-10 or 522)	no (2003) Caryung 444-7, 454-4, 544-4, 544-7, 554-8, 344-9,
NOTE - If this modification request is for items to Law 162-585, Verezous Health Care Act of 1992, p (Pharmacy Benefits Visuagement) before submitt	overed under 65 Part I, Section B, Pharmaceuticuls. Public please be sure to provide your calculation pricing to PBM ing to the YANAC.
A) Provide below the proposed delivery time and ma sure as the lighter award, but must be restated for the	numerum isostionis; für the effered tiens. (Fits may be the proposed items.)
DBLIVERY TIME days ARO	
MANUPACTURING NAME AND COMPLETE ADDRESS. (DO'NOT Hat disoblement P. O: Box Number)	
MANGEACTURER'S CONTACT PERSON:	
TELEPHONE NO.	
By (fax-28 tom -blace the subsulerions bean provid If you have guestions regarding good calculations, pla	pages consider compage for all 1908-1900-4188
C) Provide a dated, commercial price list for the proprieting documents; that clearly identify the continer provided and date is true and correct.	oposed nems. It one is not available, provide dated, internal cial list price of the some proposed and certification that pricing
Dy Principle a Resing at the fall growing infinitestimition :	counts incomes a confluenced
1) Proposed item Generic many. Trade Brand N. description, including strength, size, etc.	ansa, National Drug Code (N.DC), or naminarisher and
By Proposition 1995, prince without Endustrial Ferriting	(Here (H-P) soud propossed ESS primasistic LEF.
3's Proposed discount off the commercial price list	i.
4) Litter Accust or Estimated Commercial Annual	al warless from accounts ligner authorized

3) Fitter Actual or Februared Annual Gusermoent soles for excir teau offered.

PAGE 2

REQUEST FOR MODIFICATION FORM

09/2003

PRODUCT ADDITIONS (CONTINUED)

Signature of Contracting Officer

E) Identify your lowest commercial price for each item offered, as described below:

1) If the lowest price is being proposed to the Government, identify your Most Favored Customer Commercial (MFC), the price this customer receives and whether this customer is the agreed upon tracking customer or within the category of customers awarded under your contract.

2) If the lowest price is not being offered to the Government, then provide all of your firm's commercial prices that are lower which represent significant and frequent discounting practices excluding true ad hoc discounts. Include the following information for all items: generic name, trade/brand name, NDC number, commercial price, amme of the commercial customer receiving this price, justification why the Government was not offered this lower price.

3) Because these are product additions and no tracking customer has been agreed upon for these items, please provide a proposed tracking customer or category of customers for these items. This will not affect the previously awarded items and the previously agreed upon tracking customer or category of customers.

F) is/Are the item(s) being offered for distribution under Government Authorized Prime Vendor Programs? This will include all current eligible users of the program (i.e. Department of Defense, Bureau of Prisons, Indian Health Service facilities, etc.)

YES	мо		
G) Complete the following certificat	ion:		
tems with a lower cost.	certify that items offe	red are not replacements for previously	deletec
	will be assigned as either the I publication and distribution of		
ignature and title of authorized person	20	Date	
Approved	Approved as Amended	Disapproved	

Date

Effective Date



Price Reductions & Price Increases

■ Objective:

- ♦ Provide an overview of clauses applicable to price reductions and price increases
- ♦ Discuss Contractor and Government responsibility
- ♦ Provide examples of request for price decreases and increases



■ Authority:

- ♦ Price Reduction Clause (PRC) 552.238-75
- **■** Purpose:
 - ♦ Ensure the Government maintains fair and reasonable pricing throughout the contract period



- Price Reduction Clause (PRC)– 552.238-75
 - ♦ Establishment of commercial relationship that is tracked against:
 - ► Awarded FSS Price
 - ► BOA Customer Price
 - ► Commercial List Price relied upon during negotiations
 - ♦ Agreement of both parties



- Price Reduction Clause (PRC)—552.238-75
 - ♦ Tracking Customer ratio is determined by dividing net price to the government by the net price to the agreed upon Tracking Customer
 - ♦ If the ratio is disturbed with a decrease to the basis of award customer, automatic decrease to the government
 - Maintained throughout the contract period

Exceptions:

♦ Commercial agreement with tracking customer expires, canceled or merged with another group, the CO shall be notified within 10 calendar days after the event occurs, and if possible, before the event occurs.

- **■** Voluntary to Government Only
- **■** Permanent or Temporary
- **■** May submit anytime



- Changes to Relationship Trigger the Clause
 - ♦ Revised commercial catalog to reduce prices
 - ♦ Granted better discounts or terms and conditions than those offered in the commercial catalog
 - Granted additional discounts to the tracking customer, disturbing the ratio
 - ► Offered for the same length of time
 - ► Notify the Government within 15 days



- **■** Does not Trigger Price Reduction Clause:
 - ♦ Sales outside the Basis of Award Customer
 - ♦ Sales to commercial customers which exceed the maximum order threshold
 - ♦ Additional discount to a single federal facility (Spot Discounts)



Calculating Ratios

■ Ratio Example:

♦ Awarded FSS Price: \$25.00

♦ MFC price at Award: 35.00

♦ List Price at Award: 45.00

♦ Awarded Tracking Customer (TC) = MFC

ightharpoonup Ratio: .71 = (\$25/\$35)



Price Reduction - Examples

Price Re	eductions:							77777	
A	В	<u>C</u>	<u>D</u>	<u>E</u>	E	<u> </u>	Ц	1	<u> </u>
Item#	Product Description	Current FSS	Proposed FSS Price	Previous Tracking Customer Price	Reduced Tracking Customer Price	Previous Comm. Price	Current Comm. Price	Awarded FSS T.C. Ratio	Maximum FSS Price
1234	X-Ray Film	\$63.99	\$63.51	\$64.80	\$64.15	\$162.00	162.00	0.99	\$63.51
4568	Cushion	\$100.00	\$75.00	\$100.00	\$75.00	\$120.00	120.00	1	\$75.00
	Price reduction is within the all				⊥ urbance in t I	∣ he Tracking ∣	Customer	ratio. The	price offered



- Ratio x Tracking Customer's Reduced Price = The Maximum FSS Price
- **■** Example #1
 - ♦ .99(\$64.15)= \$63.51
 - ♦ Proposed FSS Price of \$63.51 is acceptable
- **■** Example #2
 - **♦** 1(\$75.00) = \$75.00
 - ♦ Proposed FSS Price of \$75.00 is acceptable



FCP Decrease

EXAMPLE #1

	A	Æ	G	H	<u>J</u>	<u>K</u>	E		
	NDC	Current FSS	Prop FSS	Prop FSS w/ IFF	Previous TC Price	Current TC Price	Ratio	Max FSS Price	FCP 2006
000	07-0008-09	\$55.00	Price \$45.00		\$50.00	\$45.00	1	\$45.00	\$50.00

EXAMPLE #2

Δ	F	G	H	<u>J</u>	<u>K</u>	E		
NDC	Current FSS	Prop FSS Price	Prop FSS w/ IFF	Previous TC Price	Current TC Price	Ratio	Max FSS Price	FCP 2006
00007-0008-09	\$55.00			\$50.00	\$50.00	1	\$50.00	\$40.00

EXAMPLE #3

A	F	G	<u>H</u>		<u>K</u>	E		
NDC	Current FSS	Prop FSS Price	Prop FSS w/ IFF	Previous TC Price	Current TC Price	Ratio	Max FSS Price	FCP 2006
00007-0008-09	\$55.00		\$45.23	\$50.00	\$40.00	1	\$40.00	\$45.00

EXAMPLE #4

A	E	G	<u>H</u>	<u>J</u>	<u>K</u>			
NDC	Current FSS	Prop FSS Price	Prop FSS w/ IFF	Previous TC Price	Current TC Price	Ratio	Max FSS Price	FCP 2006
00007-0008-09	\$55.00			\$50.00	\$40.00	1	\$40.00	\$45.00



FCP Increase

EXAMPLE #1

A	F	G	H	∠	<u>K</u>	E		
NDC	Current FSS	Prop FSS Price	Prop FSS w/ IFF	Previous TC Price	Current TC Price	Ratio	Max FSS Price	FCP 2006
00007-0008-09	\$20.00	\$25.00	\$25.13	\$15.00	\$25.00	1	\$25.00	\$25.00

EXAMPLE #2

A	F	G	<u>H</u>	<u>J</u>	<u>K</u>	E		
NDC	Current FSS	Prop FSS Price	Prop FSS w/ IFF	Previous TC Price	Current TC Price	Ratio	Max FSS Price	FCP 2006
00007-0008-09	\$25.00		\$30.15	\$20.00	\$25.00	1	\$25.00	\$30.00

EXAMPLE #3

A	F	G	Н	<u>J</u>	<u>K</u>	E		
NDC	Current FSS	Prop FSS Price	Prop FSS w/ IFF	Previous TC Price	Current TC Price	Ratio	Max FSS Price	FCP 2006
00007-0008-09	\$20.00		\$35.18	\$20.00	\$25.00	1	\$25.00	\$30.00

EXAMPLE #4

A	F	G	<u>H</u>	<u>J</u>	<u>K</u>	E		
NDC	Current FSS	Prop FSS Price	Prop FSS w/	Previous TC Price	Current TC Price	Ratio	Max FSS Price	FCP 2006
00007-0008-09	\$15.00		\$25.13	\$20.00	\$25.00	1	\$25.00	\$20.00



■ Authority:

♦ Economic Price Adjustment Clause (EPA) – 552.216-70 FSS Multiple Award Schedule Contracts (SEP) 1999) Alternate I (SEP 1999) (Local Deviation)



- Allows price increases in accordance with commercial practices
 - ♦ Contractor Requirements
 - ► Copy of commercial pricelist which shows increase and effective date
 - ► Reason for the increase
 - ► CSP or Certification that no adverse change has occurred in the ratio since the award of the item



- **■** When <u>ALL</u> of Following Conditions are met:
 - ► Increase in commercial catalog/pricelist
 - ► Increase requested before the last 60 days of the contract period
 - ▶ 30 days between requested increases
 - ► Established tracking customer ratio is not disturbed

■ Government Options:

- ♦ Accept the proposal when all conditions above are met (Fair and reasonable determination)
- ♦ Negotiate more favorable discounts
- ♦ Remove the products from the contract



Price Increase - Examples

PRICE INC	CREASES									
<u>A</u>	<u>B</u>	<u>c</u>	<u>D</u>	Ē	e de la composition della comp	<u>G</u>	<u>Н</u>			<u>K</u>
Current FSS	Proposed FSS Price	% FSS Change	Previous Tracking Customer Price	Increased Tracking Customer Price	% Tracking Customer Change	Previous List Price	Current List Price	% Comm. Change	Awarded Ratio	Maximum FSS Price
\$45.00	\$49.50	10.00%	\$50.00	\$55.00	10.00%	\$90.00	\$99.00	10.00%	0.90	\$49,50
\$20.00	\$25.00	25.00%	\$25.00	\$30.00	20.00%	\$50.00	\$62.50	25.00%	0.80	\$24.00
\$5.00	\$7.50	50.00%	\$10.00	\$15.00	50.00%	\$20.00	\$40.00	100.00%	0.50	\$7.50



- Ratio x Tracking Customer's Increased Price = The Maximum FSS Price
- **■** Example #1
 - ♦ Contractor proposed a 10% increase across the board
 - .90(\$55.00)= \$49.50
 - ♦ Proposed FSS Price of \$49.50 is within the allowable Max. FSS and is acceptable
- **■** Example #2
 - ♦ Contractor increased commercial pricelist 25% and proposed a 25% increase to the Government.
 - ♦ The Tracking Customer price increased by 20%
 - ♦ .80(\$30.00) = \$24.00
 - Proposed FSS Price of \$25.00 is not acceptable exceed Max. FSS
- **■** Example #3
 - ♦ Contractor increased commercial list price 100%
 - ♦ Increased Tracking Customer price 50%
 - ♦ Proposed a 50% increase to the government
 - ♦ .50(\$15.00) is within the allowable Max FSS and is acceptable



Price Reductions & Price Increases Summary

- Understand how the tracking customer ratio is established
- Develop a system to track the discounts extended to the tracking customer to ensure compliance with PRC
- **■** Know the Price Reduction clause triggers
- Recognize discounts which will not trigger the PRC
- **■** Permanent/Temporary
- Voluntary to Government only Submitted any time

Price Reductions & Price Increases Summary

- Price increases can be accepted under the (EPA) clause when <u>all</u> conditions below are met:
 - ♦ Increase in commercial list price
 - ♦ Requested before the last 60 days of the contract
 - ♦ 30 days between increases
 - ♦ Established tracking customer ratio is not disturbed

Contract Performance

- Timely submission of the following deliverables:
 - ♦ Quarterly Sales & IFF Reporting
 - ♦ Subcontracting Plan (when applicable)
 - ► SF294 and SF295 Summary Subcontracting Achievement Reports (when applicable)
 - **♦FSS Pricelists**

Quarterly Sales Report & IFF (552.238-74)

- Timely submission of quarterly sales report and Industrial Funding Fee (IFF)
 - ♦ GSA Form 72
 - ♦ Due 60 days after end of each reporting quarter
 - ► Quarter 1 (Oct Dec)
 - ► Quarter 2 (Jan Mar)
 - ► Quarter 3 (Apr Jun)
 - ► Quarter 4 (Jul Sep)



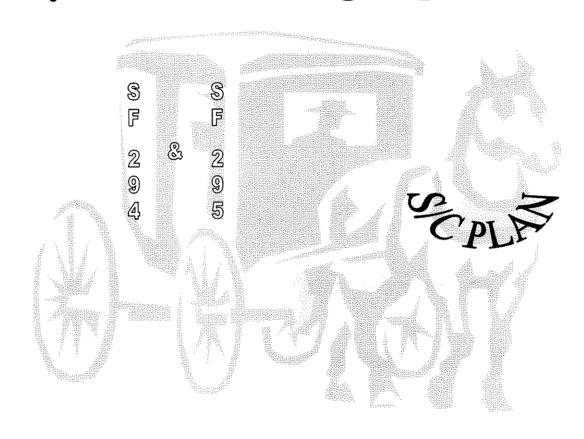
IFF Calculation

■ Industrial Funding Fee is 0.5% - 1% depending on the specific schedule.

- **■** Calculate the IFF remittance
 - Multiply the % x Total VA / OGA Sales



Subcontracting Plan & Summary Subcontracting Report (FAR 19.7)





Subcontracting Plan (FAR 19.702)

- **■** Required when:
 - ♦ Large business with 500 employees
 - ♦ Estimated contract or modification value ≥ \$500,000 (\$1 million for construction)



Subcontracting Plan

■ Plan would identify your company goals / achievements as they relate to the VA's Small Business Program Goals:

Small Business		23%
Small Disadvantaged Business		5%
Women-Owned Small Business		5%
Veteran-Owned Small Business		7%
Service-Disabled Veteran-Owned	SB	3%

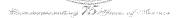
■ Historically Underutilized Business (HUB) Zone Small Business 3%

Subcontracting Plans (FAR 19.7)

- Annually renew subcontracting plans (if applicable)
 - ♦ Commercial Plan covers the contractor's fiscal year and applies to entire production of commercial items
 - **►** Company-wide (entire company)
 - ▶ Division-wide (a portion of the company)
 - ♦ Individual Plan covers the entire contract period and applies to a specific contract
 - ♦ Plan submission expected not later than 60 days prior to current plan's expiration date

Summary Subcontracting Achievement Report

- Annually input subcontracting summary achievement report data
 - ♦ SF 294
 - ► Required for Individual Plans
 - ► Due 30 days after close of reporting period: April 30th and October 30th
 - ♦ SF 295
 - ► Required for Commercial and Individual Plans
 - ► Due by October 30th
 - ♦ Electronic Subcontracting Reporting System (eSRS)
 - ► http://www.esrs.gov/



Electronic Subcontracting Reporting System

- eSRS is an electronic, web-based system that streamlines the process of subcontracting reporting an provides agencies with access to analytical data on subcontracting performance
- **■** Generates standard and ad hoc reports
- FAR Clauses 52.219-9 and 52.219-25 have been changed to remove references to SF 294/5

e-SRS Training / Assistance

- SBA Commercial Market Representatives Website: http://www.sba.gov/GC/cmr.html
- e-SRS Contractor User Training Powerpoint Presentation Website: http://www.esrs.gov
- Help Desk for technical questions E-mail address: <u>Help@esrs.gov</u>
- SBA for questions regarding subcontracting policy
- POC: Jay McClain (708) 786-5154



FSS PRICE LIST

■ 552.238-71-Submission and Distribution of Authorized FSS Schedule Pricelist

■ I-FSS-600 -Contract Price Lists



Distribution Requirements

- **■** Printed Paper Pricelist
 - Suggested format is located within I-FSS-600 and Contract Award Letter
 - ♦ Submit draft for CO review and "stamped" approval
 - **♦** Mail final pricelist to:
 - ► FSS Contracting Officer (2 copies)
 - ► GSA National Customer Service Center 1500 East Bannister Road Building 4 6FR Kansas City, MO 64131 (1 copy)
 - ♦ Supply available for customers and sales reps, as needed
 - ♦ Reminder Cumulative and Supplemental



NOVATION / NAME CHANGE AGREEMENTS



Novation Agreements (FAR 42.1204)

- **■** Novation Agreements.
 - ◆ A Novation Agreement is required when a third party (the successor in interest) acquires its interest in a government contract out of the transfer of
 - All the contractor's assets; or
 - The entire portion of the assets involved in performing the contract



Novation Agreements (FAR 42.1204)

- **■** Examples of transactions requiring a novation.
 - ♦ Sale of assets with a provision for assuming liabilities.
 - ♦ Transfer of assets incident to a merger or corporate consolidation and
 - ♦ Incorporation of a proprietorship or partnership or formation of a partnership



Novation Agreements (FAR 42.1204)

- A novation is not necessary when:
 - ♦ A change of ownership occurs as the result of a stock purchase, with no legal change in the contracting party, and when the contracting party remains in control of the assets and is performing the contract. (FAR 42.1204(b))
 - ♦ FAR states that any issues in this case can be addressed in a formal agreement between the contractor and government.

Name Change Agreements (FAR 42.1205)

- **■** Name Change Agreements.
 - ♦ A Name Change Agreement is only appropriate when the legal entity remains the same (e.g. corporate name was ABC they filed an amendment to the corporate charter and the new name is XYZ).
 - ♦ FAR 42.1205(b) contains the suggested format



CO Responsibility

- Generally contractors only have to execute one novation agreement for all government contracts
- If there are several contracts, the CO with the largest unsettled dollar balance shall process novation or name change
- All novation and name change agreements must be reviewed for legal sufficiency
- Prepare SF-30 which modifies the contract and distribute copies



Contractor Responsibility

- Submit written request to recognize a successor in interest or name change
- Provide evidence of transferee's capability to perform and list affected contracts
- Legal opinion that novation transfer or name change was properly effected under applicable law and date
- 3 signed copies of the proposed novation or name change documents
- Small businesses must recertify their size on novated contracts

Responsibility Compliance

- **■** Ensure that the following are kept current
 - ♦ Annual VETS-100 reporting in accordance with Clause 52.212-5(20)

http://vets100.cudenver.edu/

♦ Annual Central Contractor Registration (CCR) in accordance with Clause 52.212-4(t)

http://www.ccr.gov/ or 1-888/227-2423



E-Tools

- FSS Price Lists and Related E-Tools must be established and kept current for the benefit of NAC, Contractor and Ordering Facilities.
 - ♦ NAC Contract Catalog Search Tool http://vaww1.va.gov/oamm/nac/secr.htm
 - ♦ Schedules E-Library www.gsaelibrary.gsa.gov
 - ♦ GSA Advantage! / e-Buy www.gsaadvantage.gov



Distribution Requirements

- **■** Electronic Pricelist
 - ♦ NAC Database and Contract Catalog Search Tool
 - **♦** Template is provided via E-Mail from CO
 - **♦** Populated spreadsheet pricelist returned to CO
 - ♦ Approved by CO prior to the effective date of contract award or modification
 - ♦ Refer to handout for required format and instructions

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Distribution Requirements

- **GSA Advantage Pricelist**
 - ♦ Vendor / Contract information is loaded into GSA Advantage via Electronic Data Interchange (EDI) or Schedule Input Program (SIP)
 - **♦ Vendor Support Center**

Website: vendor.support@vsc.gsa.gov

Phone: (877) 495-4849

(703) 305-6235

♦ Refer to handout for instructions



National Acquisition Center Searchable Contract Repository

Searchable Contract Repository Main Menu

Socioeconomic Contract Search

Search By Sin!

-OR-

View All Small Businesses

View All Small Disadvanted Businesses

View 8(a) Businesses Only

View Woman-Owned Small Businesses Only

View Veteran-Owned Small Businesses Only

View Disabled Veteran Businesses Only

View Hub Zone Businesses Only

Contract Catalog Search

Search Pharmaceutical Catalog

NEW!

Search Med/Surg Catalog

NEW!

Search Standardized Item Catalog

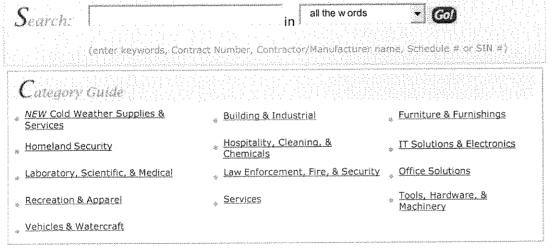




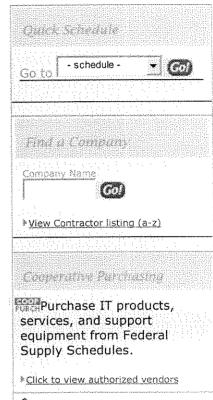
GSA Schedules e-Library

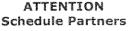
GSA Federal Supply Service

Schedules e-Library is your source for the latest GSA and VA schedules contract award information! Now, schedule customers have a centralized source for researching GSA and VA schedules 24 hours a day! Schedules e-Library contains basic ordering quidelines, complete schedule listings, and a powerful search engine. The Schedules e-Library is updated daily to provide you with the latest award information. Schedules e-Library will also link you directly to our premier e-commerce shopping site - GSA Advantage! where you can place your order today!



GSA Federal Supply Schedules VA Federal Supply Schedules Find out more about the GSA For more information about the VA Schedules Program Schedules (Multiple Award Schedule) Program





If you currently have a Federal Supply Schedule contract under Schedule 70 or 75. please click here for an important message.



GSA Advantage!

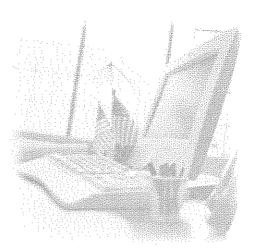
...Working for the U.S. Government

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Avenue of the sample of the sa	Forgot Your User ID or Password?
SOUTH COMMENDED TO SECTION SEC	Get your User ID and password - Register Here.

 $W_{\it elcome}$ to GSA Advantage!

GSA Advantage! is the Federal Government's premier online shopping site. With millions of products and services, GSA Advantage! provides a one stop shopping source to meet all your procurement needs.

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5 ways to shop Advantage! now

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2. Quick Order	
Enter NSN	ENTER QUANTITY
	ım a Previous Order

4 FEDSTRIP/MILSTRIP

View a Tutorial of the "new" GSA Advantage!

Requisition Status

Shop Advantage! for:

- * Advantage! will custom tailor information based on your interests, purchases and visits. *Advantage! will remember your parked carts and cart numbers, so you won't have to. *You can Add/Modify/Delete multiple payment methods (credit card and AAC).
- *Advantage! will deliver you personalized news

 [Go] feed from various sources
- 5. Order from your Parked Carts





GSA Advantagel e-Buy

...Working for the U.S. Government



GSA's latest e-Business innovation, e-Buy, has simplified the acquisition process! e-Buy, which is a component of GSA Advantage!, is an electronic Request for Quote (RFQ) system designed to allow Federal buyers to prepare RFQs, directly on-line, for a wide-range of services and products offered through GSA's Multiple Award Schedule (MAS) program. e-Buy allows RFQs and quotes to be exchanged electronically between Federal buyers and Schedule contractors.

e-Buy delivers the power of the Internet by allowing Federal buyers to interact with the commercial marketplace to obtain best value solutions for their operations!

Buyers	MAS Contractors
Please enter your GSA Advantage! Membership information.	Please enter your Contract number and Password as provided by the Vendor Support Center.
User ID Password Password **Login *I Forgot my User ID and/or Password.	Contract Number (Example: GS99F9999F or V123P1234A) Password Login Forgot Your Password? Please contact the VSC at 1-877-495-4849 or e-
Get a new User ID and Password	mail-us-at- <u>vendonsupport@gengov</u>

E-Tools POC

JOHN BLANKENSHIP
Management Analyst
(708) 786-5211
John.Blankenship@va.gov



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Program Manager/Lead Contract Specialist for Dental Equipment & Supplies, Patient Mobility Devices & X-ray Equipment and Supplies (708) 786-4958 sandra.perkins@va.gov

Monee Robinson

Program Manager/Lead Contract Specialist for Medical Equipment and Supplies (708) 786-5183 monee.robinson@va.gov

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Cheryl Ward-Roberts

Assistant Director, Pharmaceutical, Dental and Other (708) 786-5259

Dore Fessler

Assistant Director, Medical Services (708) 786-5223



Schedule Managers

Monee Robinson

Schedule Manager 65IIA -Medical Equipment and Supplies (708) 786-5183

Sandra Perkins

Schedule Manager
65 IIC - Dental Equipment and Supplies
65 IIF - Patient Mobility Devices
65 VA - X-Ray Equipment and Supplies

Bob Satterfield

(708) 786-4958

Schedule Manager
65 IB - Pharmaceuticals
65 VII - Diagnostics, Reagents, Test Kits and Sets
(708) 786-4955



Schedule Managers

Darlene McGary

Schedule Manager
621 II – Medical Laboratory Testing and Analysis
66 III – Cost-Per-Test, Clinical Laboratory Analyzers
(708) 786-5246

Linda Smith

Schedule Manager 621 I – Professional and Allied Healthcare Staffing Teleradiology Initiative (708) 786-5194

QUESTIONS / OPEN DISCUSSION







Bananamananamatanap TA Strong af Strongas

FSS 201 Training

National Contract Service

Steve Thomas
Director, National Contract Service
VA National Acquisition Center
P.O. Box 76, Bldg 37
Hines, IL 60141
(708) 786-4920

<u>Steven.Thomas2@med.va.gov</u> www1.va.gov/oa&mm/acquisitions/nac/ncs

Presentation Outline

- NAC and National Contract Service Organizational Structures
- National Contract Service Overview
 - Direct Delivery Branch
 - Common National Contract Service Concepts
 - Prime Vendor
 - Standardization
 - Pharmaceutical Branch
 - Medical/Surgical Branch

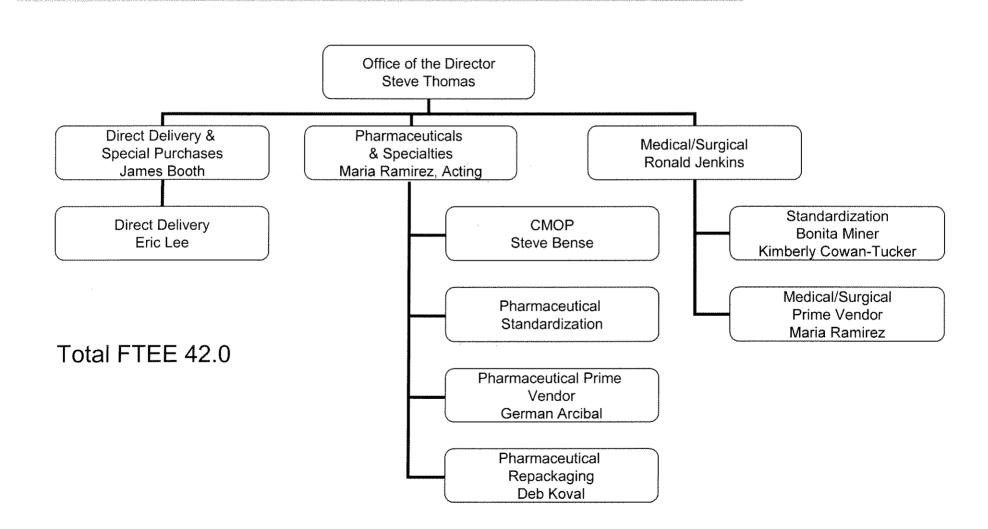
National Acquisition Center Organization

National Acquisition Center

Executive Director Efrain Fernandez, Acting

National Contract Service Steve Thomas Federal Supply Schedule (FSS)
Carole O'Brien

National Contract Service Overview



Direct Delivery

Assistant Director James Booth

Total FTEE 13.0

Senior Contract Specialist Eric Lee

Direct Delivery

- Capital (hi-tech) equipment Eg: X-Ray, Ultrasound, Radiation Therapy, etc.
- FY05 Sales \$131.0 million
- Fees
- PRTF consolidation of equipment orders
- Joint VA/DoD contracts
- Point of contact: James Booth (708) 786-5250

National Contract Service Concepts

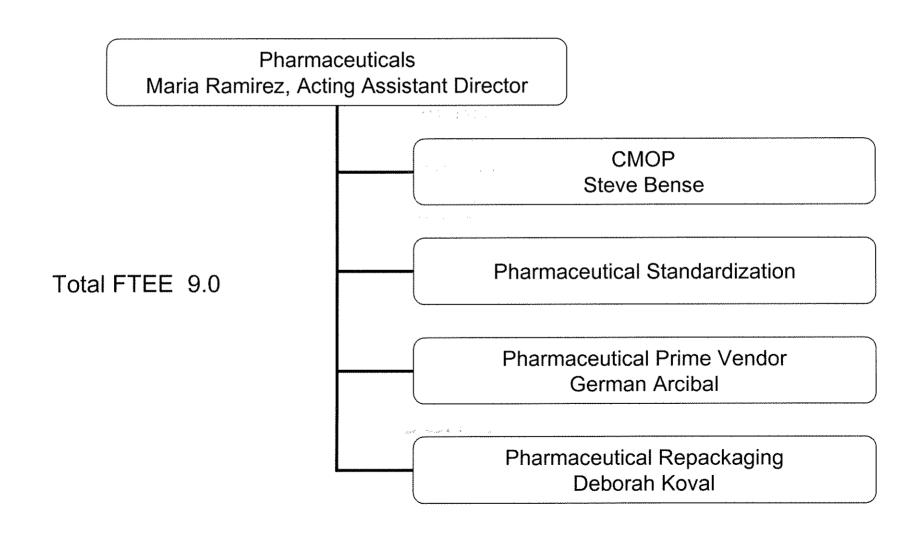
- Prime Vendor
 - Wide variety of product coverage
 - One stop shopping
 - Flexible delivery to multiple sites
 - Electronic ordering and price look-up
 - Inventory and space reduction
 - Fill rates greater than 95%

National Contract Service Concepts

Standardization

- Customer driven
- Enhance and standardize quality of care
- Improve product distribution
- Optimize utilization of products & services
- Improve access to products
- Reduce inventory costs
- Slow rate of growth of product costs
- Promote expansion of benefits

Pharmaceutical Branch



Consolidated Mail Outpatient Pharmacy (CMOP)

- 7 Facilities account for approximately
 70% of VA prescriptions filled
- Equipment and specialized contracts
- FY05 Sales \$28.1 million
- Maybe expanding our role
- Point of contact: Steve Bense (708) 786-5175

Pharmaceutical Standardization

- Standardized products
- Leveraged prices
- Efficient delivery
- Products include pharmaceuticals, medical gases, dietary supplements and IV solutions
- FY05 Sales \$740.8 million

Pharmaceutical Standardization – Joint Contracting Initiatives

	March 2001	April 2006
DoD Existing	6	1
Joint Existing	34	81
Joint Existing - Other	0	7
Joint Pending	27	7
Joint Proposed	35	22
VA Existing	52	14

Pharmaceutical Standardization – Joint Contracting Initiatives

Cost Avoidance FY05 \$380 million

The same of the same of the

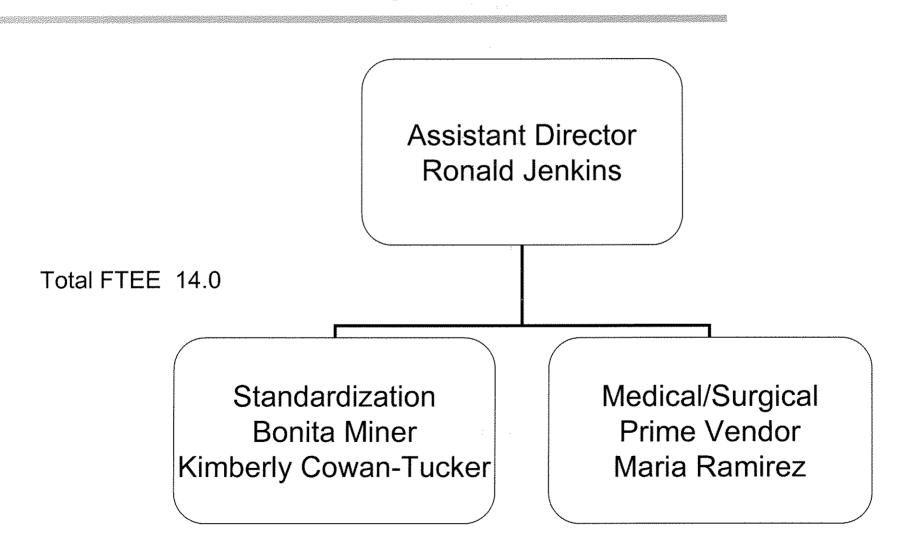
Pharmaceutical Prime Vendor

- Awarded to McKesson on December 31, 2003
- 8 Year contract
- Negative distribution fee
- FY05 Sales \$4.084 billion
- OGA fee
- Point of contact: German Arcibal (708) 786-7663

Pharmaceutical Repackaging

- Supply Fund supports this initiative
- NAC coordinates bulk order shipment to repackager
- Repackager produces products in gov't labeled containers
- Facilities order from repackager
- Omeprazole
 - Savings \$54 million per year
- Furosemide, Spironolactone & Isosorbide Dinitrate
- FY05 Sales \$133.6 million
- Fees
- Looking at new products
- Point of contact: Deb Koval (708) 786-4383

Medical/Surgical Branch



Medical/Surgical Standardization

- Includes laboratory, dental and environmental management service
- 42% of awards to small business
- FY05 Sales \$68.5 million
- Point of contact: Bonita Miner (708) 786-5234



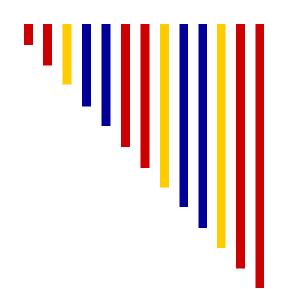
Prosthetics

- Newer program
- Equipment and supplies for outpatients and surgical procedures
- Cost avoidance \$76 million on contracts valued at \$195 million
- FY05 Sales \$206.9 million
- Point of contact: Kimberly Cowan-Tucker (708) 786-5136

Medical/Surgical Prime Vendor

- Six awards (5 to small businesses)
- Recently became mandatory
- FY05 Sales \$90.0 million
- Point of contact: Maria Ramirez (708) 786-5181

Thank You



The Department of Veterans Affairs National Acquisition Center's

e-Training 201



VA National Acquisition Center ORIU VA E-Contracting Tools Training 201 June 7th 2006

Presented By: John Blankenship NAC Business Solutions Team

VA E-Contracting Initiatives

- Contract Catalog Search Tool
- Data Collection
- VA Store
- GSA Advantage
- Automated Communications
- Q & A





NAC Home

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Contract Catalog Search Tool

Main Menu

Locate Vendors By Socioeconomic Factor

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- View All Small Disadvantaged Businesses
- View 8(a) Businesses Only
- View Woman-Owned Small Businesses
 Only
- View Veteran-Owned Small Businesses
 Only
- View Disabled Veteran Businesses Only
- View Hub Zone Businesses Only

Catalog Search

Search Pharmaceutical Catalog

Includes:

- Pharmaceuticals 65-IB
- . Big 4, National Contract
- BPA Pharmaceutical Pricing

Search MedSurg Catalog

Includes:

- Standardized National BPA Items
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- Medical Equipment and Supplies 65-IIA
- Dental Supplies 65-IIC
- Patient Mobility Devices 65-IIF
- Invitro Diag, Reagents 65-PARTVII
- Equipment and Supplies 65-VA X-Ray

When contemplating issuing a task order against Federal Supply Schedule 621 I, Professional and Allied Health Care Services, issuing office must ensure compliance with VHA Directive 0710, dated August 19, 2005, entitled Personnel Suitability and Security Program and obtain the appropriate background clearances.



■ Multiple search options

	Option 1: Item Name / Catalog Number		Option 2: FSS / BPA / BOA Contract Selection		Option 3: SIN / FSS Schedule / Contract Type
Select any	Three search terms can be entered below to		FSS Contract Number:(V797P-)		SIN Number:
combination	locate items by name and/or catalog number.		~		~
of the	Search Term 1:	AND	BPA Contract Number:(V797P-)	AND	SIN Description:
following		OR	~	OR	~
search	Search Term 2:		BOA / National Number:(V797P-)		FSS Schedule:
options:			~		All Contracts
	Search Term 3:		Contractor Name:		Contract Types:
			¥		All (FSS, BPA, BOA, National)
GSA =	Item is available on GSA Advantage				Results per Page: 5
PV = 1	Item is available through VA Prime Vendor Progr	ams	Search Search	(Print	Friendly) Reset



■ Multiple search options

	Option Item Name / Cata		SS/BF	Option 2: PA/BOA Contract Selection		Option 3: SIN / FSS Schedule / Contract Type
Select any combination of the following search options: GSA = PV =	Select any combination of the following search options:	Option 1: Item Name Search Three search words (one per box) can be entered below to locate items by generic or trade name.	AND OR	Option 2: FSS Contract Selection Limits results to a single FSS Contract Number: -OR- Contractor Name:	AND OR	Option 3: Quantity, NDC, and VA Class Limit results to a specific quantity, NDC Code Quantity: NDC: VA Class:
		Search -	or- [Clear All Criteria and Resul	ts	



Search Results

MedSurg Catalog (Non Pharmaceutical)

When contemplating issuing a task order against Federal Supply Schedule 621 I, Professional and Allied Health Care Services, issuing office must ensure compliance with <u>VHA Directive 0710</u>, dated August 19, 2005, entitled *Personnel Suitability and Security Program* and obtain the appropriate background clearances.

Printer Friendly Version

Option 1: Item Name / Catalog Number Three search terms can be entered below to locate items by name and/or catalog number. Search Term 1:			Option 2: FSS / BPA / BOA Contrac Contractor Name FSS Contract Number:(V797P-)			Option 3: SIN Number / SIN Description / FSS Schedule / Contract Type SIN Number:	
		AND		Y AN		~	
			OR	BPA Contract Number: (V797P-)	0		SIN Description:
gloves							~
Search Term 2:			BOA / National Number: (V797P-)		1	FSS Schedule:	
3					~		All Contracts
Search Term 3	: 1			Contractor Name:	CONT.	•	Contract Type:
					~		All (FSS, BPA, BOA, Nati
		S	earch	Search (Print Friendly)	Reset		Results per Page: 20
Found 2638 do	cume		M FOLE	Results 1 - 20 display Y CATH. TRAY WITH CATHETER	FOR 5CO	100000	
3332K			RAY PL	LS PVP SOLUTION 10CC SYRING ASTIC FORCEPS, DRAPE, CONTA VRAPPED		ES,	\$26.73 \$32.84 A-22B
6515-00-NIB- 0306PV Glove, Exam, Powder Free Vinyl, Smooth, Size X-Small, 10 boxes of 100 gloves, 1,000 gloves - VAMC orders directly to VA Prime Vendor Bosma Industries for the Blind, Inc.						00 Price SIN \$47.30 BOA	
6515-01-455- 5278PV 2071	PV	V Glove, Exam, Powder Free Vinyl, Smooth, Size Small, 10 boxes of 100 Price SIN gloves, 1,000 gloves - VAMC orders directly to VA Prime Vendor \$47.30 BOA Bosma Industries for the Blind, Inc.					
6515-01-455- 2768PV	PV						00 Price SIN \$47.30 BOA



Item Details		Back		
Rubberized Ear Clip Price - \$4.70 / PC	72-Stimulators, Muscle, Nerve and Pain Contr C 2-4823A, BPA V797P-4823A Health Direction			
Contract Point of Contact: Name: Harold Stecker	Contract Dates: Awarded: Effective: Expiration:	Payment/Delivery Info: Credit Card Accepted: Yes		
Phone: (215) 269-0400 Ext:	07/07/2005 07/15/2005 07/14/2010	Credit Card Discount: NONE		
Fax: (215) 269-0400 Email: healthpaxces@aol.com Corporate Address:	NAC Contracting Officer (CO): FSS Geovanni Masson (708) 786-5123 geovanni.masson@med.va.gov	Minimum Order: \$35 DeliveryTerms: For all items, within 7 business days ARO. Faxed orders are accepted.		
1609 Woodbourne Rd. Levittown, PA 19057- DUNS: 481965439 TIN: 232516619	Ordering Contact: Address: 1609 Woodbourne Rd. Levittown, PA 19057-	Expedited Delivery: Delivery of items within 2 business days ARO. Ordering facilities pay the difference between normal and expedited freight charges for all orders. Faxed orders are accepted.		
Socioeconomic Information:	Phone: (215) 269-0400 Ext:	Discount Info:		
✓ Small SDB 8a ✓ Yet Owned Woman Owned □ Disabled Yet Hub Zone	Fax: (215) 269-0400 E-mail: healthpaxces@aol.com Emergency Contact: Harold Stecker (215) 269-0400	Prompt Payment: 1%10, Net 30 Days Quantity Discount: For single purchase orders to a single destination of: 2 - 11 kits, 45% off list price; 12 - 49 kits, 57% off list price; 50 - 99 kits, 62% off list price.		
		Warranty: 1 year		

Non Searchable Catalog Items

For items that are configurable in nature or do not lend themselves to a 1 part number 1 item relationship we allow vendors to submit documents that are converted to PDF files for display.





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Contract Catalog Search Tool

Main Menu Locate Vendors By

. Search for Vendors by SIN or Description

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User clicks here to see the PDF files



Non Searchable Catalog List

Cost Per Test

- Abbott V797P-4742A.pdf
- IRIS V797P-4736A.pdf
- Sysmex CPT V797P-4709A.pdf

Wheel Chair Configurable Contracts

- TiLite Wheelchairs V797P-3017M.pdf
- Innovation In Motion V797P-3060M.pdf
- Sunrise Medical V797P-9087.pdf
- Sunrise Medical V797P-3821K
 - o Breezy 600 VA Rev Q.pdf
 - o Chair Trays Access VA Rev L.pdf
 - Jay Custom Conv VA Rev F.pdf
 - o Jay Fit Adj Contour VA Rev F.pdf
 - Jay Fit Custom Sys VA Rev F.pdf
 - Jay Price List 0104 VA3.pdf
 - Jay Standard Conv VA Rev F.pdf
 - Quickie 2 VA Rev U.pdf
 - Quickie 2HP VA Rev U.pdf
 - o Quickie All Court Ti VA Rev C.pdf
 - o Quickie Cyclone VA Rev H.pdf
 - Quickie G424 VA Rev R.pdf
 - Quickie GP GPV VA Rev Q.pdf
 - Quickie GP Swing Away VA Rev P.pdf
 - Quickie GPV Comp VA Rev O.pdf
 - Quickie GPV Titanium VA Rev P.pdf
 - Quickie GT VA Rev C.pdf
 - o Quickie IRIS VA Rev G.pdf
 - o Quickie LX Rev P.pdf
 - o Quickie LXI VA Rev O.pdf
 - o Quickie M6 VA Rev I.pdf
 - Quickie Mach 2 VA Rev M.pdf
 - Quickie Match Point Ti VA Rev C.pdf
 - Quickie Match Point VA 931267 Rev C.pdf
 - Quickie New All Court VA Rev C.pdf
 - o Quickie P200 VA Rev T.pdf
 - Quickie P220 VA Rev E.pdf
 - o Quickie P222 SE VA Rev E.pdf
 - o Quickie R2 VA Rev K.pdf
 - o Quickie Recliner VA Rev Q.pdf
 - Quickie Revolution VA Rev O.pdf



Data Collection

Relies heavily on the input from you, the vendor community.

Constantly Changing

- On Average, 10% of the vendor catalogs are updated each month.
- In the past year, the electronic catalog has grown by 28%.



Data Collection – (Adds)

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	E20 ▼ f _k												
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1	SIN	Catalog Number	Product Description	FSS Price	UOM Priced	Unit of Sale UOM	Number of Inner Packs	Inner Pack UOM	Number of Base Packs	Base Pack UOM	Qty Within Base Pack		
2 3	A-13a	5711100	GLOVE SURGEON STERILE LATEX POWDER BEADED CUFF 5.5	82.80	CA	CA	10	ВX	100	EA	7		
4	Ahove sho	iws a case i	of gloves 1000	l in total									
5					P.				Tr.				
6 7	A-12	1234	Wheelchair	350.00	EA	EA	1	EA	1	EA	1		
8	Above sho	ows a single	wheelchair s	old at one p	orice and or	nly need to	purchase o	ne for that	price		11		
9 10	e E							5		J.			



Data Collection – UOM Definition (Adds)

	A	В	C	D	E	F
1	Accepted Code	Definition				
2	BG	Bag				
3	ВО	Bottle				
4	BX	Box				
5	CA	Case				
6	CR	Cartridge				
7	CT	Carton				
8	DI	Dispenser				
9	DZ	Dozen				
10	EA	Each				
11	FT	Foot				
12	GA	Gallon				
13	KT	Kit				
14	LB	Pound				
15	PC	Piece				
16	PK	Pack				
17	PR	Pair				
18	QT	Quart				
19	RF	Refill				
20	RL	Roll				
21	RM	Ream				
22	SH	Sheet				
23	SL	Sleeve				
24	ST	Set				
25	TB	Tube				
26	П	Test				
27	TU	Tub		Ш		
28	UN	Unit				
29	VI	Vial				
30	YD	Yard	425	N.		2
14	◆ ▶ Changes	Additions	Unit of	Measure I	Descriptions	



Data Collection – (Changes)

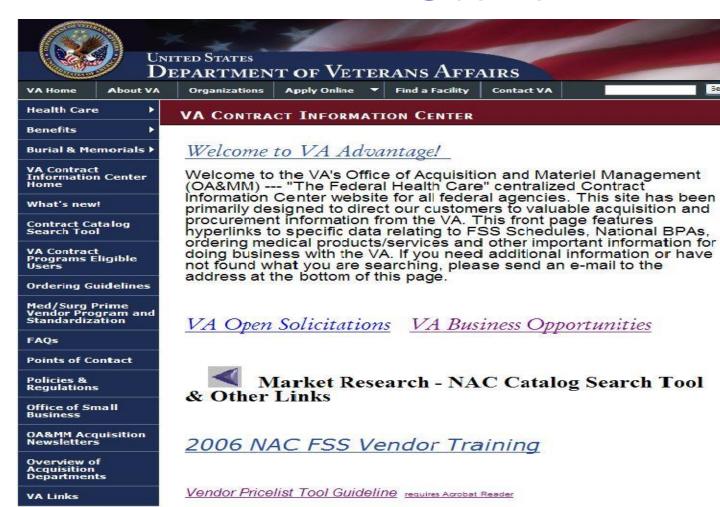
*	A	В	С	П	D E		G	Н		1	K		М	N
1	Index (Do Not Alter)	Contract Number	SIN	Catalog Number	Product Description	FSS Price	UOM Priced	Unit of Sale UOM	Number of Inner Packs		Number of Base	Pack	Qty Within Base Pack	Removed (Enter 1)
2	204181	4001A	A-4	203	2"DOT DRESSING 2" DIA ADHESIVE BORDER, 1"DIA MEMBRANE	50.78	CA	CA	200	SH	4	EΑ	1	
3	204219	4001A	A-4	3031	3"X1" CLEAR DRESSING 3"X1" ADHESIVE 1"X1" MEMBRANE	54.03	CA	CA	200	SH	5	EA	1	
4	204245	4001A	A-4	3042	4"X2" CLEAR DRESSING 4"X2" ADHESIVE 1.5"X2" MEMBRANE	101.56	CA	CA	100	SH	4	EA	1	
5	442377	4001A	A-4		Clear Island Dressing, 4" x 12.5" adhesive dressing, 2" x 10" membrane	41.11	CA	EA	1	EA		EA	1	
6	204365	4001A	A-4		CLEAR ISLAND DRESSING	171.48	0.00	CA	200	BX		EA	1	
7	204630	4001A	A-4	5033	3"X3" POLYMEM PAD	110.54	CA	CA	60	BX		EA	1	
8	204641	4001A	A-4	5044	4"X4"POLYMEM PAD	148.82	CA	CA	60	BX	15	EA	1	
9	442378	4001A	A-4	5045	4.5" x 4.5" PolyMax Pad	90.35	CA	EA	1	EA	1	EA	1	
10	204660	4001A	A-4	5055	5"X5" POLYMEM PAD	112.89	CA	CA	30	BX	15	EA	1	
11	204674	4001A	A-4	5077	6.5"X7.5" POLYMEM PAD	227.91	CA	CA	30	BX	15	EA	1	
12	204683	4001A	A-4	5124	4"X12.5" POLYMEM PAD	117.81	CA	EA	0	CA	12	EA	1	
13	204702	4001A	A-4	5244	4"X24" POLYMEM ROLL	154.36	CA	CA	8	BX	4	EA	1	
14	204719	4001A	A-4	5335	3.5"X3.5" FENESTRATED PAD	61.52	CA	CA	30	BX	15	EA	1	
15	442379	4001A	A-4	5712	3" x 12" PolyMem Filler	133.77	CA	EA	1	EA	1	EA	1	
16	204726	4001A	A-4		3"X3" POLYMEM FILLER	127.6	CA	CA	40	BX	10	EA	1	
17	204737	4001A	A-4	5833	3"X3" POLYMEM ALGINATE PAD	115.23	CA	CA	60	BX	15	EA	1	
18	442380	4001A	A-4	5844	4" x 4" PolyMem Alginate Pad	163.41	CA	EA	1	EA	1	EA	1	7
19	204746	4001A	A-4		5"X5" POLÝMEM AĽGINATE PAD	114.25	CA	CA	30	BX	15	EA	1	ii ii
20	442381	4001A	A-4	5877	6.5" x 7.5" PolγMem Alginate Pad	250.38	CA	EA	1	EA	1	EA	1	
21	204372	4001A	A-4	606	CLEAR ISLAND DRESSING	284.36	CA	CA	60	BX	15	EA	1	



Data Collection - Important Tips

- ALWAYS obtain the latest copy of your electronic pricelist from your CO prior to making updates.
- Do not use formulas or link the Excel workbook to external data sources.
- Do not make changes to the format of the workbook or edit the *Log Number*.
- Enter a single price for each item. Do not use price ranges.
- Use only acceptable Unit of Measure (UOM) codes, as found on the third tab of the workbook.

VA Store





Search

VA Store

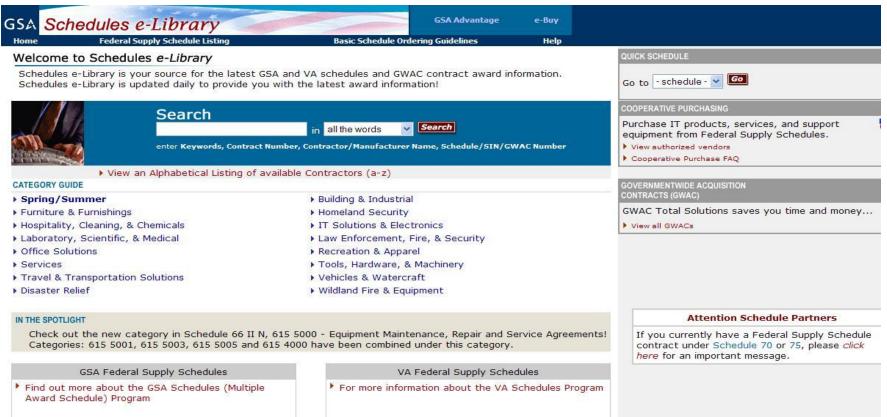
Procurement Information Resource

Tailored to NAC Customer Needs

Compliment to CCST and GSA



GSA e-Library



Privacy Statement



GSA e-Library

- Source for the latest GSA and VA schedules
- Updated daily to provide the latest award information
- Ability to download contract award information in an Excel format by Schedule, SIN, or GWAC category (functional area)

Web Site Address

- Contract Catalog Search Tool www.va.gov/nac
- **VA Store** <u>www.va.gov/vastorenac</u>
- GSA e-Library www.gsaelibrary.gsa.gov/ElibMain/ElibHome



Automated Communications

Mass E-Mailing

- Special announcements(i.e. NAC Industry Conference)
- Notifications and Reminders
 - Quarterly Sales Reports
 - Subcontracting Plans

Please Note: Do not reply to these automated messages



Q&A

Session



Thank You!

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